

AERZEN USA CORPORATION

108 Independence Way
Coatesville, PA 19320
www.aerzenusa.com



November 12, 2013

Executive Summary

Dear Reviewing Participants:

Please kindly accept the attached proposal of High Speed Turbo Blowers for the Wildcat Hill & Rio De Flag Wastewater Treatment Plant Aeration Blowers. Aerzen very much appreciates the opportunity to propose our equipment for this project.

Aerzen is recognized as a premier supplier of blower and compressor technologies and has a strong history of 149 years of producing and supporting quality equipment. Since 2011 Aerzen has been manufacturing and supplying turbo blowers as the rights to the KTurbo blower design were acquired. The KTurbo technology has a strong recognized installation base of over 2000 units running worldwide. Some of the most notable North American installations by Aerzen are represented in an enclosed list. Aerzen's product and customer service carries a reputation of excellence and we hope to share that experience with you on the project.

Aerzen will be working with NE Controls LLC. as a supplier of the Blower Master Control Panel. N.E. Controls, L.L.C., was formed in January of 1998. The company is located just west of Syracuse, in Cato, New York. The three partners are Al Weaver, President; Harvey Stone, V.P. Sales; and Herb Smith, V.P. of Engineering. NE Controls staff has a combined blower control experience of 50+ years in aeration and blower control. Aerzen has worked successfully on a number of projects with NE Controls to offer master controls for such a system. Some of the most notable experience of NE Controls is represented in an enclosed list.

Key Team members for this project include; Joel Schomo, Turbo Blower Specialist, 4+ years in turbo blower application and project experience; Margie Jarrow. Project Manager Aerzen, 15+ years in Project Management and blower experience; Harvey Stone, NE CONTROLS, 20 + years in blower control design experience. A more in-depth representation of the Aerzen support group is represented in the General information and qualifications.

With the range of experience between the staff at Aerzen and NE Controls there is a commitment to respond completely and competently to the project scope and maintain a project schedule and project budget

Aerzen USA greatly appreciates your consideration and review of our proposal and we hope to be in communication shortly.

Thank you.

**CITY OF FLAGSTAFF
WILDCAT HILL & RIO DE FLAG WASTEWATER TREATMENT PLANT AERATION BLOWERS
RFP 2014-18**

Fee and Price Schedule

Item No.	Description	Appx. QTY	Unit	Amount Offer in Figures
Base Proposal - Offer Item 1 - Wildcat Hill WWTP Blower System (3 New Blowers)				
1A	Submittals	1	LS	Included
1B	Factory Testing and Witnessing Services	1	LS	\$7500.00
1C	Blower Package Systems	1	LS	\$656,221.00
1D	Blower Master Control Panel	1	LS	\$51,057.00
1E	Field Testing Services	1	LS	\$3,600.00
1F	Operations and Maintenance Manuals	1	LS	Included
1G	Training	1	LS	\$1200.00
	Wildcat Hill WWTP (only) Base Offer Total			\$692,562.00
Proposal Alternate 1 - Offer Item 2 - Rio De Flag WWTP Blower System (3 New Blowers)				
2A	Submittals	1	LS	Included
2B	Factory Testing and Witnessing Services	1	LS	\$7500.00
2C	Blower Package Systems	1	LS	\$284,253.00
2D	Blower Master Control Panel	1	LS	\$51,057.00
2E	Field Testing Services	1	LS	\$3,600.00
2F	Operations and Maintenance Manuals	1	LS	Included
2G	Training	1	LS	\$1,200.00
	Rio De Flag WWTP (only) Offer Alternative 1 Total			\$345,566.00
Proposal Alternate 2 - Offer Item 3 - Wildcat Hill WWTP and Rio de Flag Blower System (6 New Blowers)				
3A	Submittals	1	LS	Included
3B	Factory Testing and Witnessing Services	1	LS	\$15,000.00
3C	Blower Package Systems	1	LS	\$882,256.00
3D	Blower Master Control Panel	1	LS	\$102,144.00
3E	Field Testing Services	1	LS	\$7,200.00
3F	Operations and Maintenance Manuals	1	LS	Included
3G	Training	1	LS	\$2,400.00
	Combined Offer Alternate 2 Total			\$1,009,000.00

Warranty Information (include time period, coverage and any associated cost) _____

Standard Warranty is 24 months after start up or 30 months after delivery, which ever comes first, however
as specified for a 5 year warranty Aerzen represents the associated Cost adder to the equipment

Any other specifications not standard, but being specified, must be included here, with price.

Miscellaneous charges: _____ Bonds Shipping are included previous Costs,
Warranty adder for 5 years is an additional \$344,710.00 not included in Fee and price schedule
table on previous sheet

(All charges must be included, no extra charges will be considered at a later date.)

DELIVERY:

Maximum number of calendar days to deliver after receipt of a purchase order. 210 Days.

Delivery is 140 days after receipt of technical release of shop drawings Shop drawings within 56 days after receipt of the order The total delivery factors in 2 weeks for engineering review.
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OFFER

TO THE CITY OF FLAGSTAFF:

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with the RFP Package. Signature also certifies understanding and compliance with "Certification" as defined in Article 1 of the "Standard Terms and Conditions" of this Agreement.


For clarification of this offer, contact:

Name: Joel Schomo Phone: 610-563-5229 Fax: _____

Company Name: Aerzen USA CORP

Address: 108 Independence Way

City, State, Zip: Coatesville, PA, 19320



Signature of Person Authorized to Sign Offer

Turbo Blower Sales

Title

Joel Schomo

11/19/2013

Printed Name

Date